JASON WEISS
YBA Presentation

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INTRODUCTION

- My name is **JASON WEISS** and I am 42 years old.

- I work at **SCOPELY**.

    We make mobile social games. (Games you play with your friends on your phones.)

- My role at Scopely is **GENERAL MANAGER**.

    I oversee all business at the company. That means helping make decisions about products, partnerships, hiring people, keeping them happy.

The **Early** Years...

I was born and raised in CHICAGO, ILLINOIS.

This is me when I was 5.

When I was 10, I started my first business in my front yard

More **Early** Years...

A little about my family...

These are pictures of me with sister **HILLARY** and brother **GORDON**

HIGH SCHOOL

- I attended NEW TRIER HIGH SCHOOL in WINNETKA, IL.
  → There were almost <u>1,200</u> kids in my graduating class.

HIGH SCHOOL

- In high school, I was involved in **FOOTBALL**, **TRACK**, and **STUDENT GOVERNMENT**.

- I was **SERIOUS ABOUT SCHOOL**. I strived to get straight A's but never did. I always had at a least one B.

- After I finished my homework each night, I spent a lot of time on the phone or with my **FRIENDS**.

HIGH SCHOOL

Things I enjoyed:
- Math
- Science
- Computers
- Playing sports
- Video games
- Photoghraphy
- Friends
- Girls

Things I did not enjoy:
- Writing
- History

HIGH SCHOOL

Jobs I worked:

- Tutoring
- Envelope stuffer
- Parking lot attendant
- Construction

Obstacles/Adversity:

- Different religion than most kids I knew
- Loved sports, but not a super talented athlete
- Got made fun of for studying so hard

College and Graduate School

- I went to college at **STANFORD UNIVERSITY** in Palo Alto, CA.* I earned two degrees in **INDUSTRIAL ENGINEERING**.

*I spent my first year at the University of Pennsylvania.

College and Graduate School

Activities in College:

- Student government
- Studied then worked abroad (Germany)
- Forming and playing in a rock band
- More studying too hard

Jobs I worked:

- Camp counselor
- Office grunt
- Summer internships at Microsoft (Seattle)
  - → Opened my eyes to the high tech industry

College and Graduate School

Favorite classes:

- Business:
  - Organizational Management
  - Quality Assurance
  - Visual Thinking
- Entrepreneurship
- Computer Programming
- Public Speaking
- Music

Least favorite classes:

- Anything with writing
- Statistics

College and Graduate School

Fondest memories:

- Living and working in another country

- Learning to be "independent"

Obstacles/Adversity

- Making friends in many new places

- Uncertainty about "what I want to do" as a career

Career

My first Job:

- Selling hot dogs and lemonade in my driveway to people passing by. Taught me about sales, marketing, and profits.

- Though it was not easy work, I made it look so fun that I convinced other kids to do the work for me and still give me half of the profits.

My worst Job:

- Construction, demolition and painting houses.
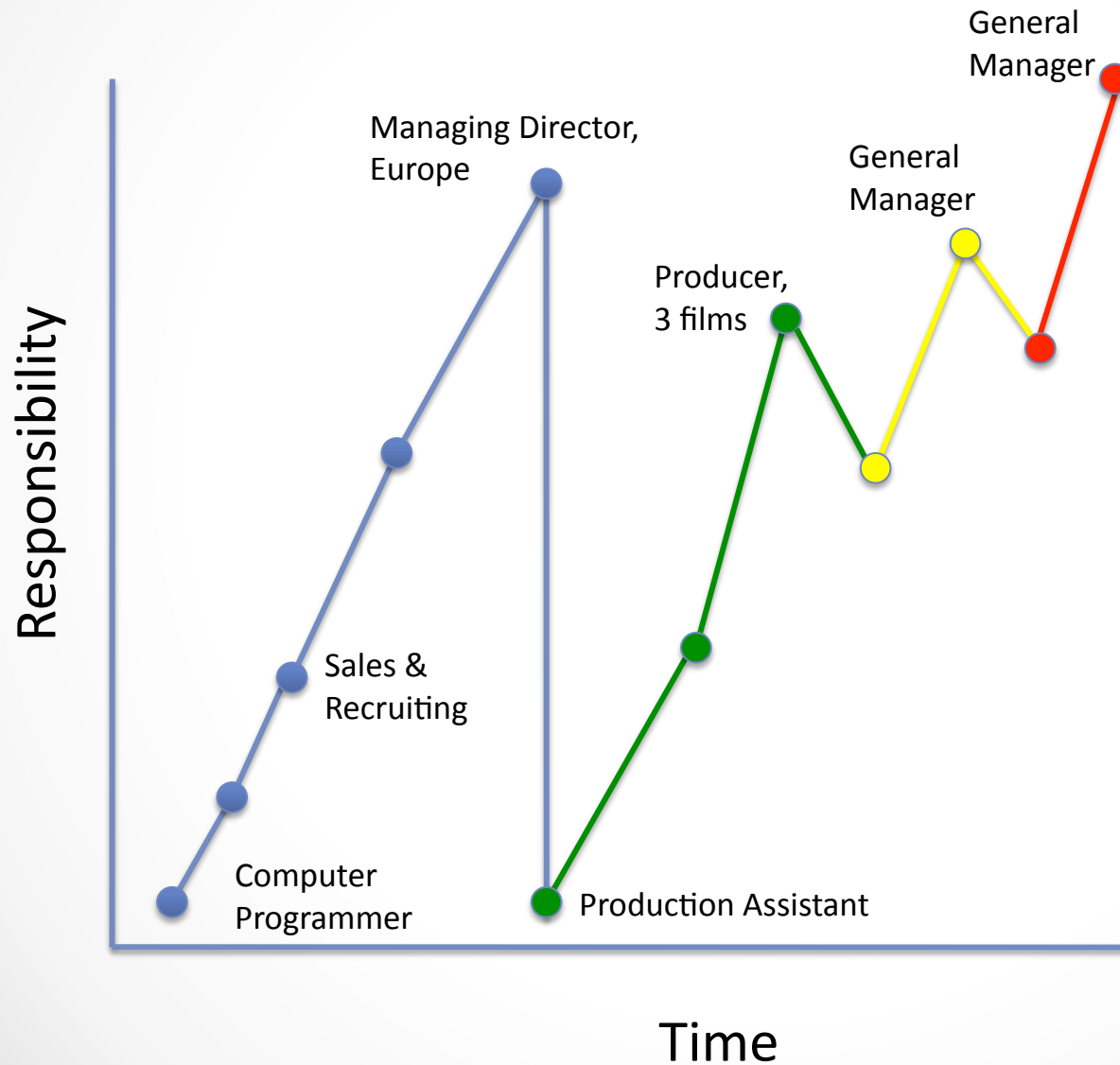
Hot weather

+

Sweat

+

Dust

+

Paint fumes

=

UNHAPPY JASON

Career

Career Challenges

- I have always worked at start-ups (very small companies)
  - Lots of risk and uncertainty
  - Very chaotic

- Each job has essentially been a career "reboot"
  - New type of job
  - New Market
  - New industry

Career

Career (and Life) Insights

1. Over-deliver

2. Embrace big risks

3. Admit your mistakes and learn from them

4. Be confident, persistent, and passionate

5. Be humble and respectful

SCOPELY

History
- Scopely was founded in 2011 in Los Angeles
- We are building a mobile gaming network

Size
- We are currently 54 employees – and growing fast
- We will double in size in the next 12 months

Location
- Our headquarters is in Hollywood
- We have employees from across the world, some working remotely

Products
- Multiplayer, competitive games for your smartphone

Services
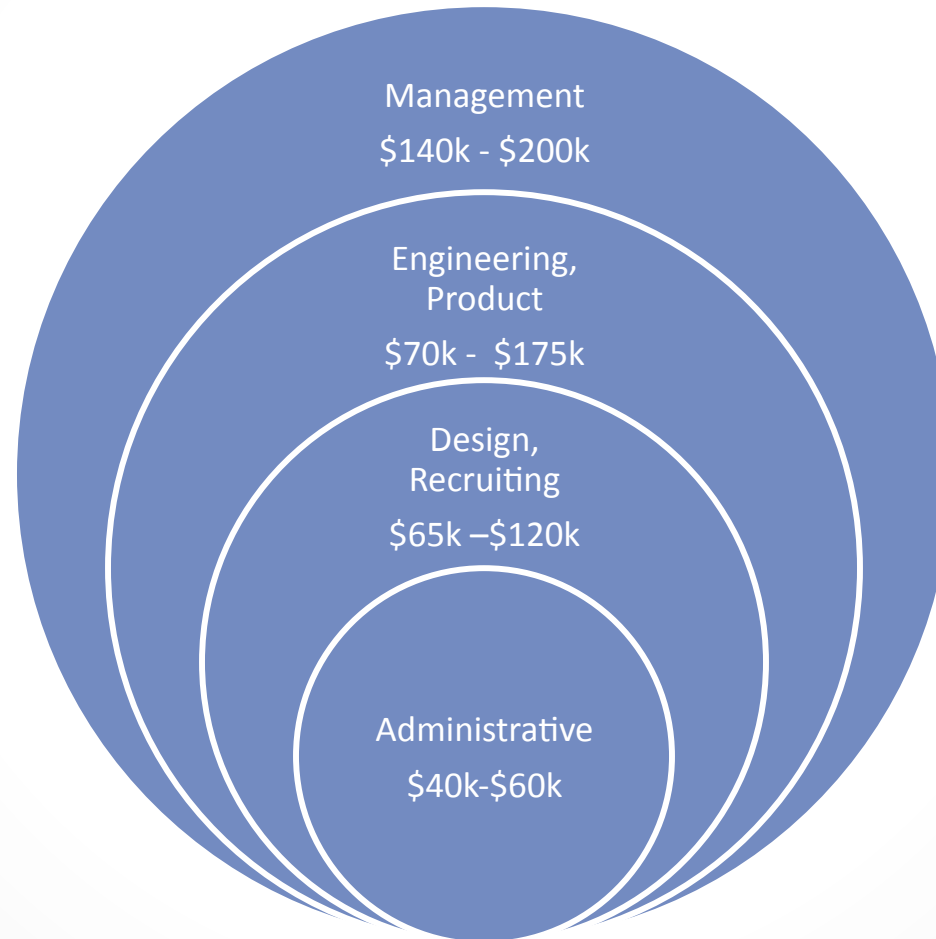- We also help other game "studios" (makers) release their games

Scopely

SCOPELY

Scopely Role

Scopely Compensation

Management
$140k - $200k

Engineering,
Product

$70k - $175k

Design,
Recruiting

$65k –$120k

Administrative

$40k-$60k

ACADEMIC EXERCISE

- We will now spend several minutes discussing the day's academic module and how it is relevant in the 'real world'

QUESTION AND ANSWER